

ANGEL RESOURCE INSTITUTE
2018

HALOTM ReportTM

Annual Report on Angel Investments

UPDATED VERSION

AGGREGATED NATIONAL & REGIONAL DATA

The **HALO Report**TM is a collaborative effort of the Angel Resource InstituteTM, Florida Atlantic University, and PitchbookTM intended to raise awareness of early stage investment activities highlighting trends that may inform our decisions and impact opportunities for angels and entrepreneurs.



ANGEL RESOURCE INSTITUTE

 PitchBook

FAU
TECH RUNWAY
Florida Atlantic University

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HALO Report™ Partners



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For more information about ARI, please visit angelresource.org
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Angel Group Update: Halo Report Annual 2018 Highlights & Trends

U.S. Angel Investing Activity

Background: For 2018, our U.S. Angel data set now includes 2,570 deals, excluding incubators. We agreed that while investments from incubators is important to characterize, and understand their activity and geographic influence, they do not reflect typical “angel” activity. In 2018, we also make a distinction between pre Series A (including Seed investments), and Series A, since some angel groups now lead Series A deals, if not participate actively in them. We also tracked deals where angels continue to invest in follow on rounds into Series B and beyond. We of course, did not include these later stage deals in any of the valuation or round size data. There are plenty of published sources for this kind of data. Our particular interest was in knowing the level of follow on activity from angels in Series B and beyond. Gathering this data however did lead us to add an additional 784 data points beyond the initial 1,786 for Seed and Series A deals.

Gender & Ethnicity: Most interesting to note is the rigorous analysis we did on gender and ethnicity. At least rigorous in sheer number of deals. Most of this effort was a manual process, with few groups tracking

and reporting this data. We now have enough data to be statistically significant. In fact we did not sample the deals but looked at every single company that reported to ARI and/or was captured by PitchBook data, that raised capital in 2018. What did we find?

Out of a total of 1786 known data points alone for Seed and Series A deals, 16% of Founders and 14% of CEO's are female, up from 13% aggregated in 2017. Because the differences reported by gender and ethnicity for founders vs. CEO's was remarkably similar, we focused, for simplicity of reporting these results, on understanding gender and ethnicity of CEO's of early stage companies, Seed, and Series A (combined), and Series B and beyond with additional data points from our follow on financing transactions from angels. A total of 784 additional data points. With a focus on CEO's, we then could see that male CEO's account for 84.9% of all CEO's, and female CEO's account for 15% of all CEO's in the Seed/Series A stages. Since our study this year did include Series A and Seed combined some of the increase in male CEO's as a percent of total may account for this difference. When we look at

the gender of later stage company CEO's, however, we find a 1% increase in the number of male CEO's and a 1% corresponding decrease in the % of female CEO's.

However, with respect to ethnicity, we also found ethnic diversity relatively constant between founders and CEO's of pre Series A and Series A companies – at 19% of all companies. But when we considered more mature companies with a Series B or greater investment, only 12% of these companies had a CEO with a minority ethnicity.

In 2017 we noted amongst the early stage companies only 5.39% of all female founders and CEO's were of a minority ethnicity. While minority leaders of male founders/-CEO's was 20.4%. In 2018 with even more data, we found the diversity profile of only 3.6% of minority female CEO's, and 15% of CEO's ethnically diverse males. These numbers further decrease with Series B and later stage companies.

New Deals versus Follow-ons: anecdotal evidence of what you hear (and most likely witness firsthand) of a potential “bubble” in early-stage investing is showing up as a

Angel Group Update: Halo Report Annual 2018 Highlights & Trends Continued

shift in the ratio of “new” versus “follow-on” financings. At mid-year 2018, 52% were follow-on rounds, but now with a full year’s worth of data, we see not only a higher number of new deals, but more dollars put to work as well. Our final numbers bring us to almost 59% of all deals as new, with 41% follow on deals.

You will also note that the % of new deals vs follow on deals nationally was influenced by California; 75% of deals in California were new investments. We definitely know the bubble of continued new company formation is leading to more deals, not necessarily of a large size, but newly funded companies.

Industry/sector preferences: to no one’s surprise, once again “Information Technology/ Software” leads the way accounting for 38% of all investments. “Healthcare” (in all its manifestations) accounted for 19%, while B to B products and services slightly surpassed B to C products and services – a virtual tie at 18.36% and 18.14% respectively. This demonstrates a growing number of B to B business products and service investments relative to B to Consumer Products

and Services are capturing angel dollars.

Deal Structure: The historic proportionality between deals that are structured as preferred equity vs. convertible note investments appears to be holding ground. Of the deals where we know the security type, almost 57% used a preferred financing instrument (Seed and Series A combined), while 28% were standard convertible notes.

Only 2.7% of all deals were SAFE’s and 4.6% “other”. (Note: we combined these two categories for simplicity of presentation.) We still found 8.6% of investments were in Common Stock, but could not find an explanation. Some groups purchased common from founders looking for liquidity, but this type of transaction was not typically a reported investment. One unusual financial services deal required the investor to invest in common stock, but was an anomaly. We still seek those who chose to invest in common stock to elaborate on why. We may do more inquiry into the type of securities preferred and why.

We do note that in the popular Series Seed.com instruments, should a qualified

financing not occur in a convertible note of a Series Seed, the capital converts into common. Our 8% for common may include these structures.

Valuations: We pushed for additional data points on valuation, and now are confident that Series Seed Pre Series A is indeed on average \$6.14M with a median Pre Money Valuation of \$5M. The average Pre Series A round size is \$1.43M, but the median is much smaller - \$703K. The average Angel Group Investment at the Seed stage is \$149K, with the median \$100K.

Series A deals have an average pre money valuation of \$13.1M with a median of \$10M. This average is more than \$1M higher than our mid-year report, closing the year with more highly valued deals. Series A deals however have a modest Average round size of \$2.33M, and a median funding round of \$1M.

Leaders of the Pack: maintaining its leadership pace in sheer number of deals, the Houston Angel Network racked up an astounding 84 investment deals, which they reported for all of 2018. Please see the final

Angel Group Update: Halo Report Annual 2018 Highlights & Trends Continued

count of the top 10 most active Angel Groups reporting ranked by # of deals

Geographic Trends: California still carries the day with almost 19% of all companies funded residing in California, but down from 20.6% in 2017. Companies funded in Texas grew notably from 8.66% in 2017 to 11.4% in 2018. The Mid Atlantic region accounted for 8.82% in 2017 and rose to account for 14% in 2018.

Regional Borders: U.S. state and regional borders are permeable. But the difference in orientation of angels groups – towards staying close to home, vs venturing out of

region is dramatically different. Consider investors in NY are most aggressively investing outside NY state – 67% of all investments tracked were out of region vs 33% in region. NY state was followed by California angel investors who placed investments with companies outside their home state in 58% of the deals, with 42% staying within companies in the state. This is in stark contrast with angels based in the North West region, who stayed close to home with 92.5% of their deals within the region – and holding the record for regional focus - only 7.55% of their deals outside of their region. A similar pattern held for the North East, with 90% of investment staying

within the region.

The more we uncover, the more we want to learn about our early stage investing community. We look forward to your continued engagement as we continue to build on the Halo data set, and augment/refine based on your interests in particular

Please reach out directly to discuss any of the data. And kindly submit your data for the first half of 2019 by the end of the month to our team at research@angelresourceinstitute.org.

Data Validation & Methodology for 2018 HALO Report™

Angels and angel groups invest alone, together, and with many other types of investors. Unless otherwise noted, the 2018 HALO Report™ data includes funding rounds that have at least one angel group participating and may include other types of investors in those rounds. Note that “Median Angel Group Investment” is the median size of reported investments made by Angel groups in the reported deals. There are many groups that have the capability of making significantly larger investments; however, the 2018 data showed that many of these groups also invested smaller amounts of capital. It is important to note that the “Median Funding Round Size” includes investments from Angel groups and non-angel groups including venture capital funds and family offices.

This report discusses angel group investment trends for 2018, representing more than 2,500 deals. Data was sourced directly from angel groups through the Angel Resource Institute's data portal (www.arihaloreport.com), via email, from

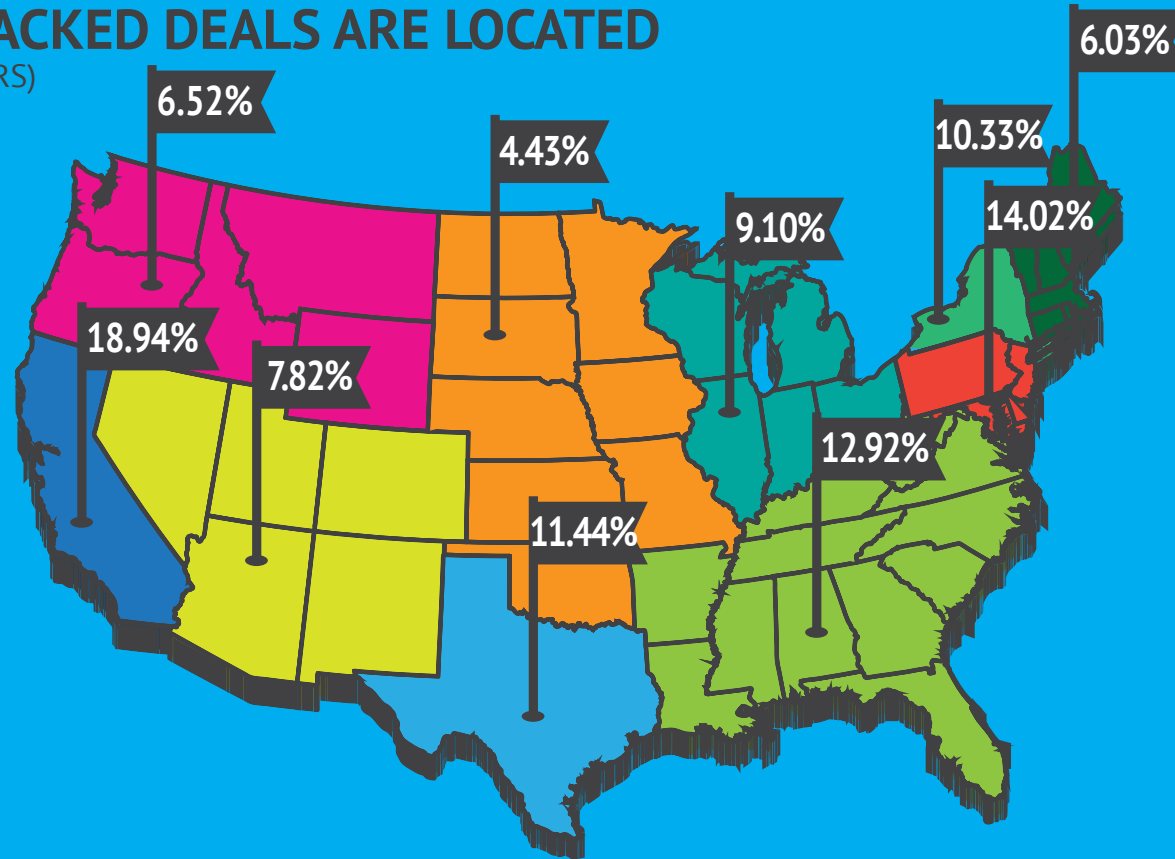
direct conversations with group leaders or their administrators, and via PitchBook. Additional data was collected from individual angels but is not included in this report.

This material and report, including (without limitation) the statistical information provided herein, is intended for informational purposes only. The material is based in part on information from third-party sources that are believed to be reliable, but which have not necessarily been independently verified; for this reason, the information is not represented as accurate or complete. The information should not be viewed as tax, investment, legal or other advice, nor is it to be relied upon in making any investment or other decisions. You should obtain relevant and specific professional advice before making any investment decision. Nothing relating to this material should be construed as a solicitation, offer, or recommendation to acquire or dispose of any investment, or to engage in any other transaction.

HALO REPORT OVERVIEW

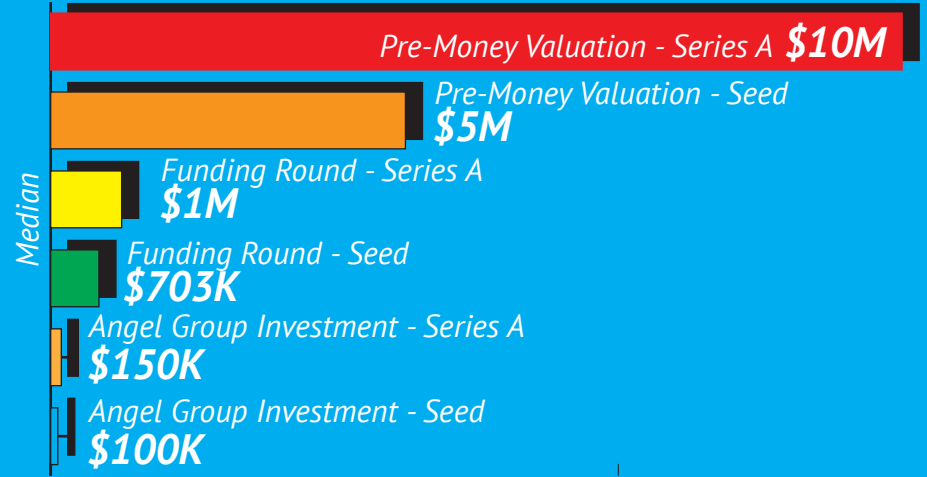
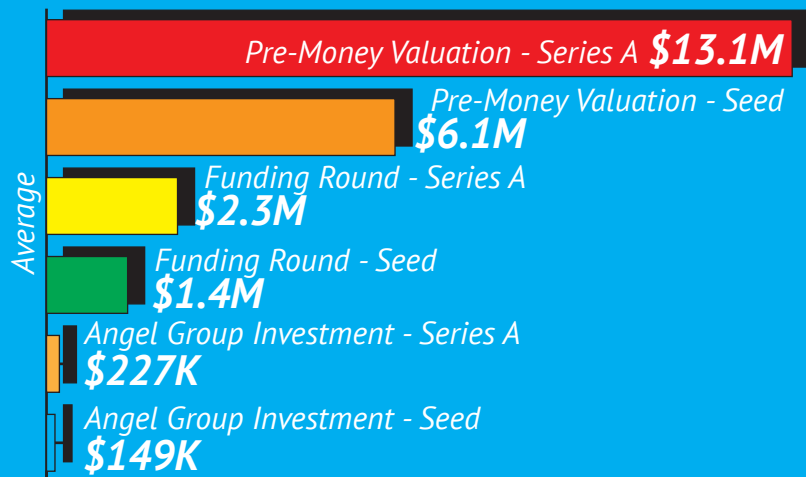
WHERE THE ANGEL-BACKED DEALS ARE LOCATED

(PORTFOLIO COMPANY HEADQUARTERS)



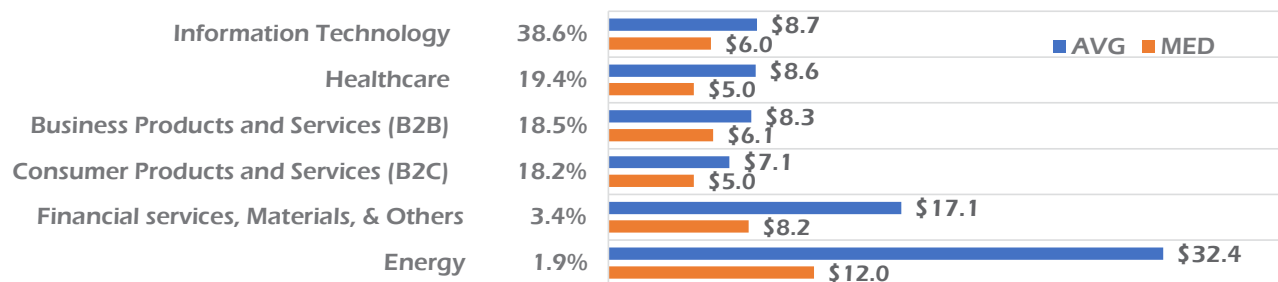
FINANCIAL TERMS OF ANGEL INVESTMENTS

(FIRST ROUND DEALS, AGNOSTIC TO GEOGRAPHY AND INDUSTRY)



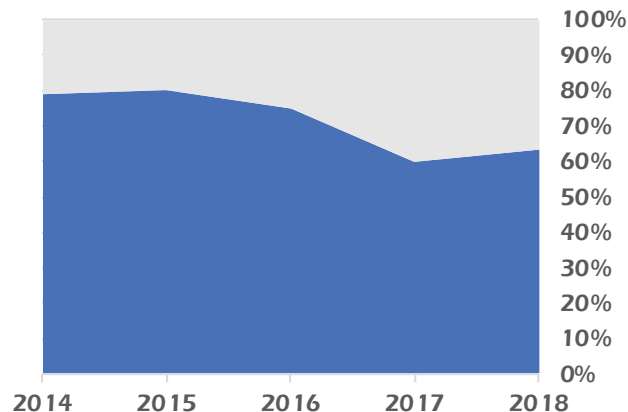
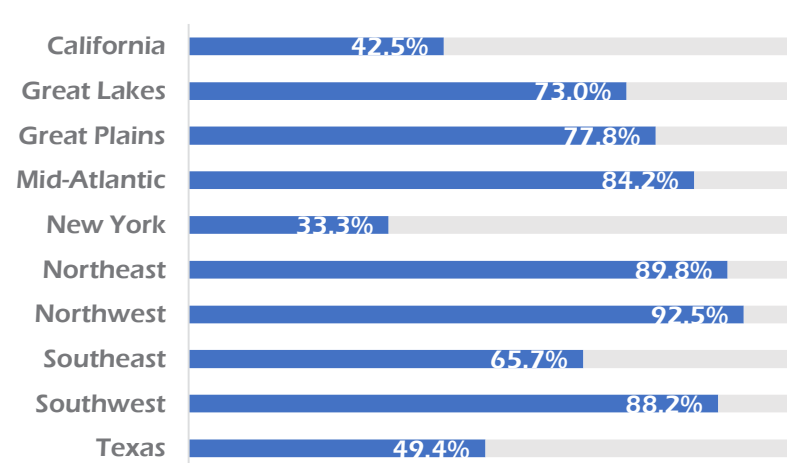
INDUSTRIES ANGELS LIKE

(Average & Median Pre-Money Valuation in Millions, Seed & Series A combined))



PERCENTAGE DEALS IN REGION

(Known Deals; By Region, Overall Historical)

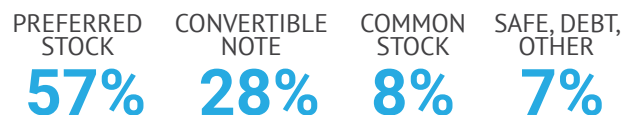


TOP ANGEL GROUPS RANKED BY # OF DEALS

1. Houston Angel Network
2. Keiretsu Forum
3. Ben Franklin Technology Partners
4. Alliance of Angels
5. Pasadena Angels
6. Golden Seeds
7. New York Angels
8. Robin Hood Ventures
9. St. Louis Arch Angels
10. Maine Angels

DEAL STRUCTURE

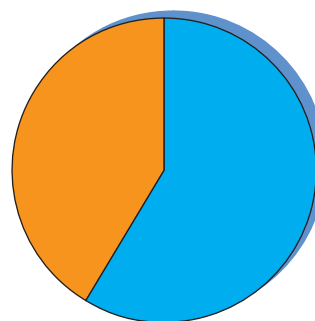
(PERCENTAGE OF DEALS)



NEW OR FOLLOW-ON?

(DRY POWDER IS IMPORTANT TO ANGELS)

41%
Follow-on



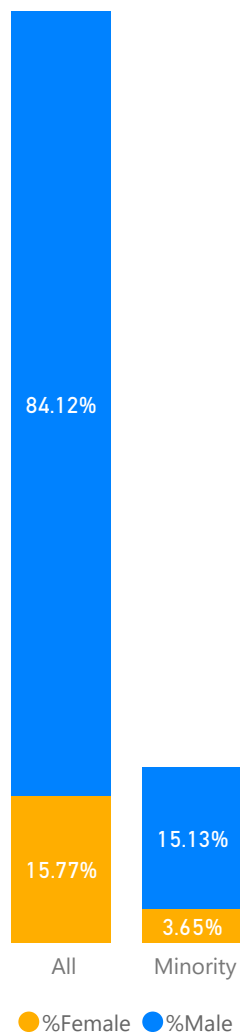
59%
New Co

2018

NATIONAL DATA

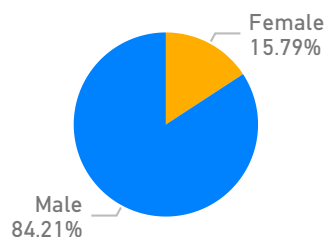
CEO's Gender & Ethnicity

Seed & Series A CEOs

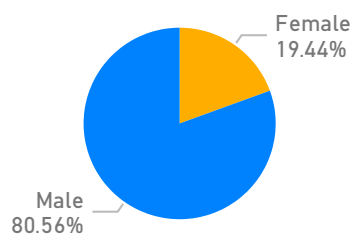


Funding Stage CEO	Early				Late			
	Female	%Female	Male	N Total	Female	%Female	Male	N Total
All	272	15.77%	1451	1725	110	14.03%	674	784
Minority	63	3.65%	261	1725	17	2.17%	75	784

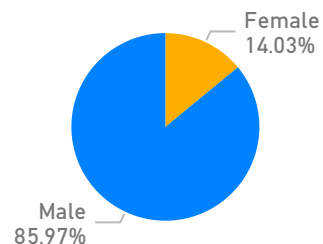
All CEOs, Seed & Series A



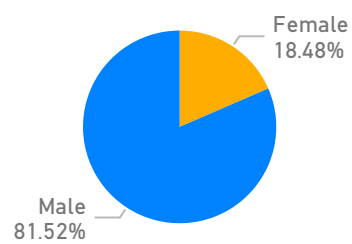
Minority CEOs, Seed & Series A



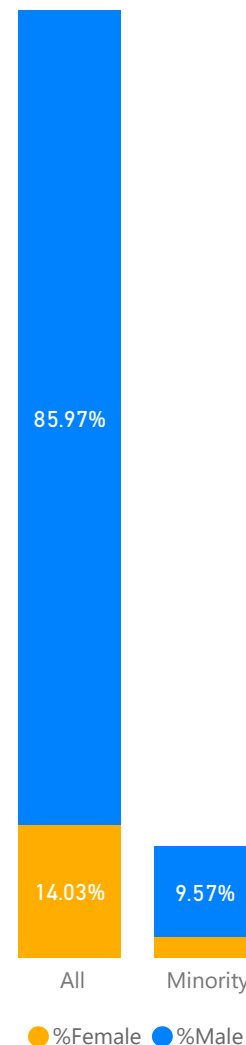
All CEOs, Series B & Later



Minority CEOs, Series B & Later

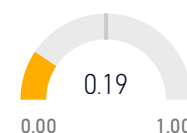


Series B & Later CEOs

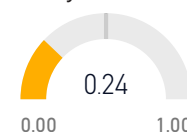


CEO Ratio:
Women to Men

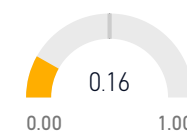
Seed & Series A
All CEOs



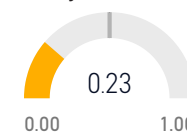
Minority CEOs



Series B & Later
All CEOs



Minority CEOs

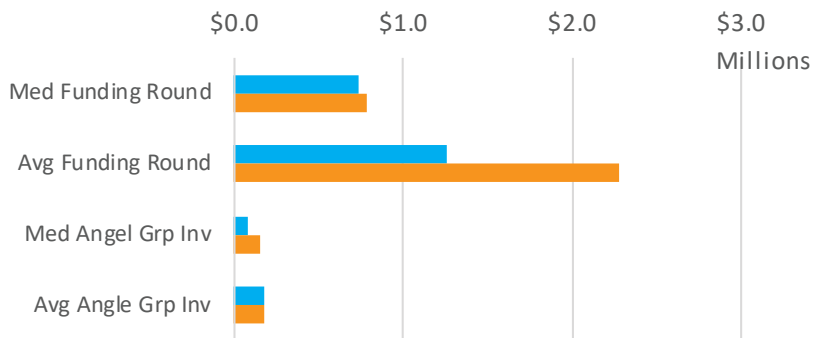
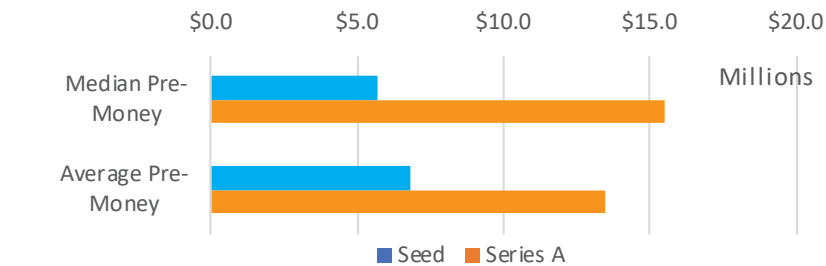


2018

CALIFORNIA

VALUATION & INVESTMENT SIZE

(in Millions; Median, Average)

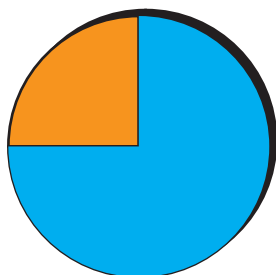


NEW OR FOLLOW-ON?

(PERCENTAGE OF DEALS DONE AS A FOLLOW-ON)

25%

Follow-on

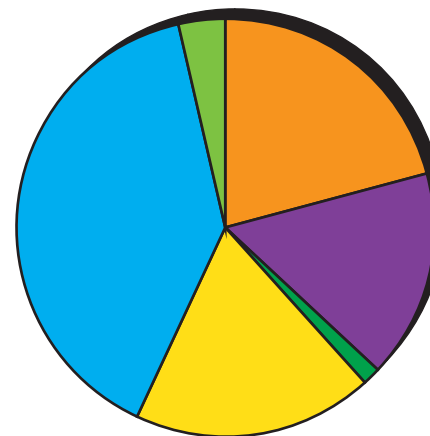


75%

New Co

REGIONAL INDUSTRY

(PERCENTAGE OF DEALS IN THE REGION)



- Business Products & Services (20.90%)
- Consumer Products & Services (16.12%)
- Energy (1.49%)
- Healthcare (18.51%)
- Information Technology (39.40%)
- Financial Services, Materials, Other (3.58%)

DEAL STRUCTURE

(PERCENTAGE OF DEALS)

PREFERRED STOCK

17%

CONVERTIBLE NOTE

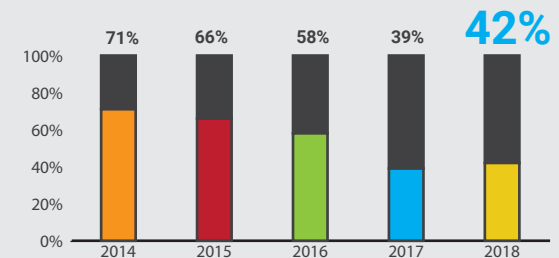
9%

COMMON, SAFE, DEBT, OTHER

7%

% Deals in Region

Percentage of Angel group funded deals within own region



Most Active Groups in Region



(Ranked by number of investments or deals reported in the region)

Pasadena Angels
Houston Angel Network
Keiretsu Forum
Life Science Angels
Golden Seeds
Astia Angels

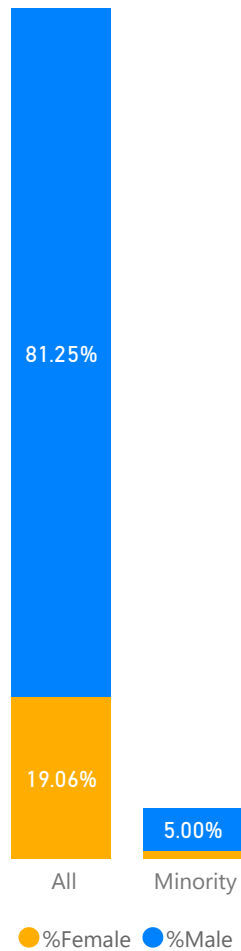
2018

CALIFORNIA

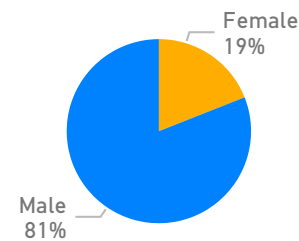
CEO's Gender & Ethnicity

Seed & Series A CEOs

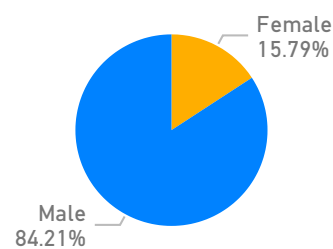
Funding Stage CEO	Early				Late			
	Female	%Female	Male	N Total	Female	%Female	Male	N Total
All	61	19.06%	260	320	19	14.07%	116	135
Minority	3	0.94%	16	320	3	2.22%	3	135



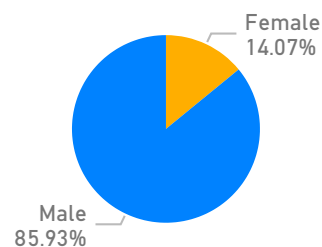
All CEOs, Seed & Series A



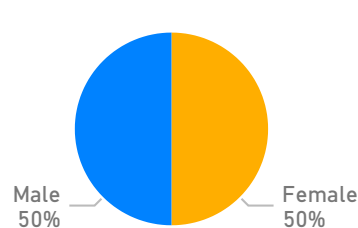
Minority CEOs, Seed & Series A



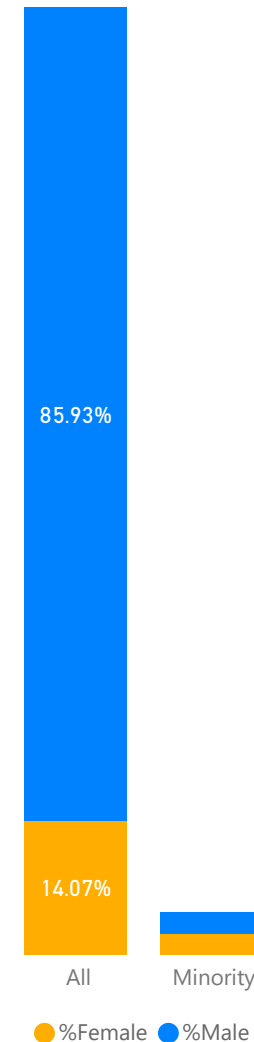
All CEOs, Series B & Later



Minority CEOs, Series B & Later

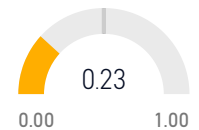


Series B & Later CEOs

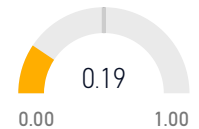


CEO Ratio:
Women to Men

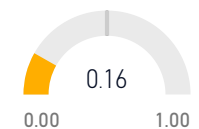
Seed & Series A
All CEOs



Minority CEOs



Series B & Later
All CEOs



Minority CEOs

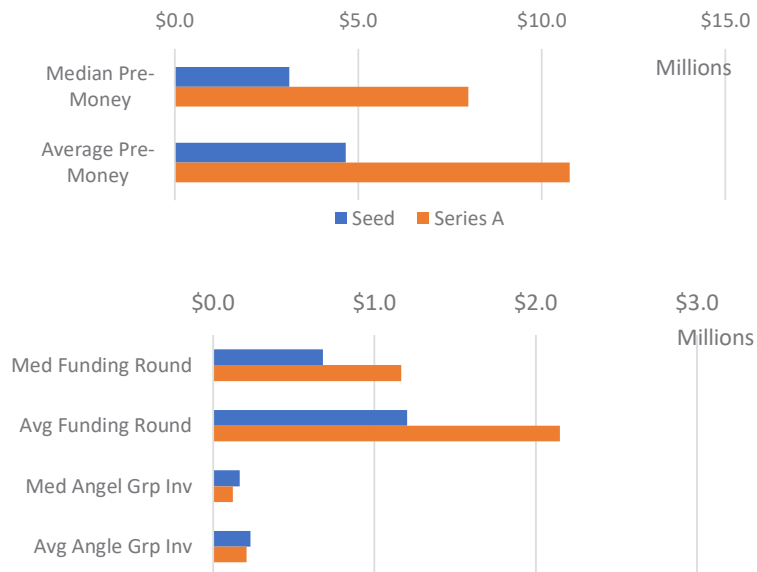


2018

GREAT LAKES

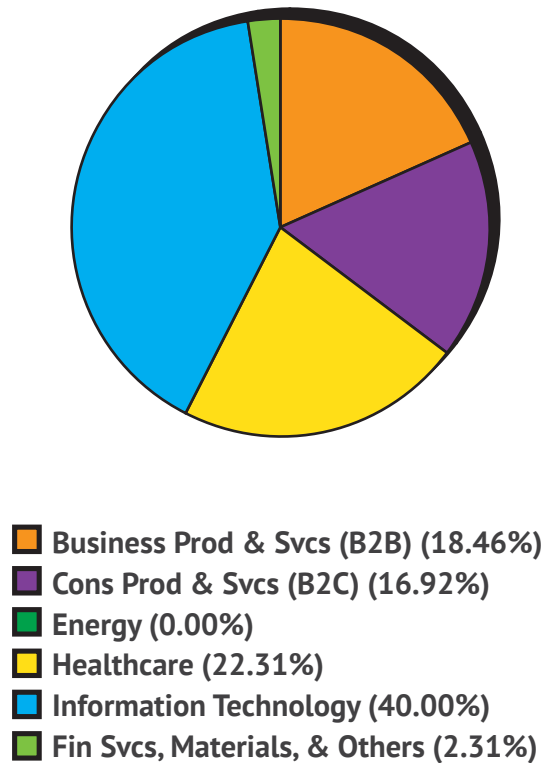
VALUATION & INVESTMENT SIZE

(IN MILLIONS; MEDIAN, AVERAGE)



REGIONAL INDUSTRY

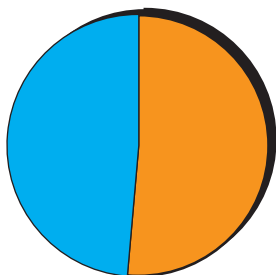
(PERCENTAGE OF DEALS IN THE REGION)



NEW OR FOLLOW-ON?

(PERCENTAGE OF DEALS DONE AS A FOLLOW-ON)

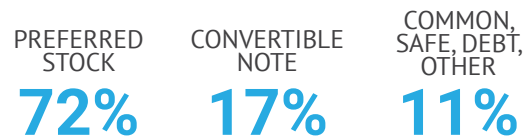
52%
Follow-on



48%
New Co

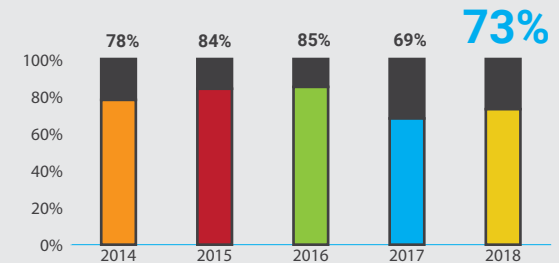
DEAL STRUCTURE

(PERCENTAGE OF DEALS)

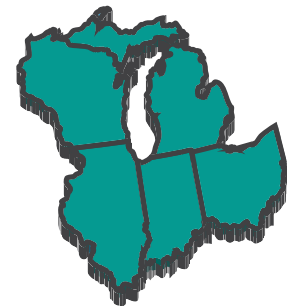


% Deals in Region

Percentage of Angel group funded deals within own region



Most Active Groups in Region



(Ranked by number of investments or deals reported in the region)

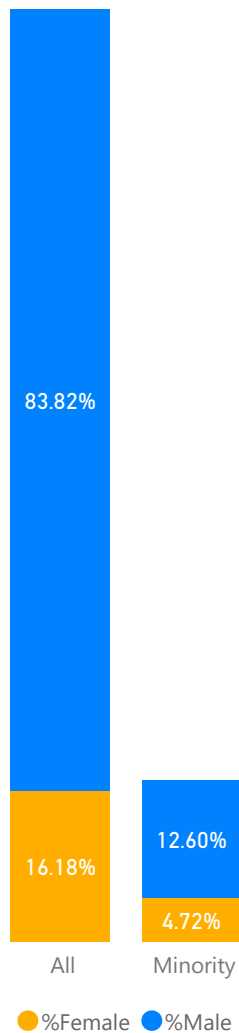
IrishAngels
Michigan Angel Fund
Grand Angels
Hyde Park Angels
Drummond Road Capital

2018

GREAT LAKES

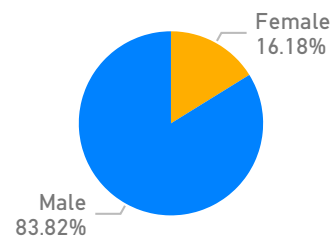
CEO's Gender & Ethnicity

Seed & Series A CEOs

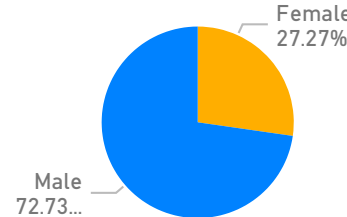


Funding Stage CEO	Early				Late			
	Female	%Female	Male	N Total	Female	%Female	Male	N Total
All	22	16.18%	114	136	9	12.16%	65	74
Minority	6	4.72%	16	127	1	1.35%	10	74

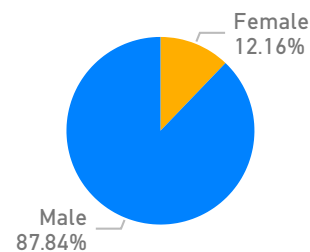
All CEOs, Seed & Series A



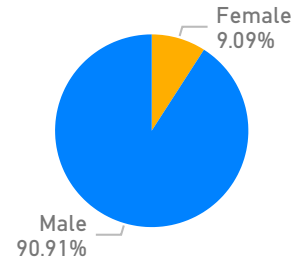
Minority CEOs, Seed & Series A



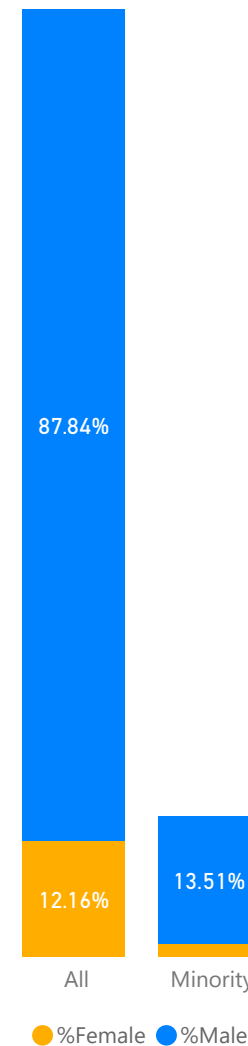
All CEOs, Series B & Later



Minority CEOs, Series B & Later

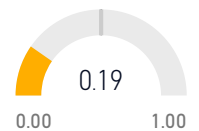


Series B & Later CEOs

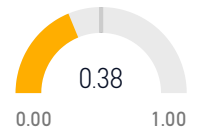


CEO Ratio:
Women to Men

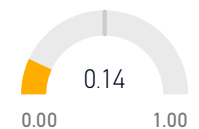
Seed & Series A
All CEOs



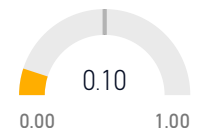
Minority CEOs



Series B & Later
All CEOs



Minority CEOs

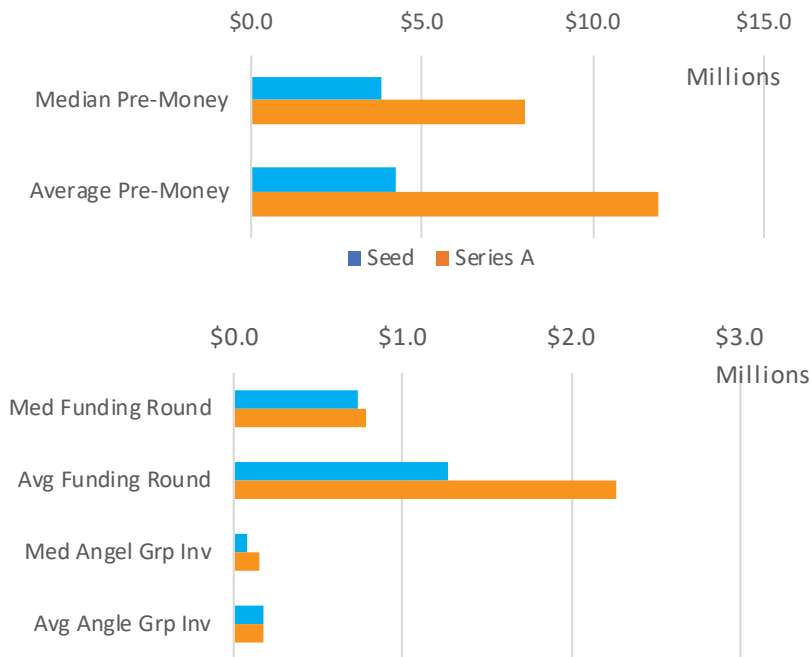


2018

GREAT PLAINS

VALUATION & INVESTMENT SIZE

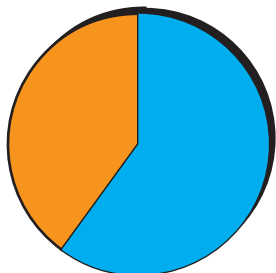
(IN MILLIONS; MEDIAN, AVERAGE)



NEW OR FOLLOW-ON?

(PERCENTAGE OF DEALS DONE AS A FOLLOW-ON)

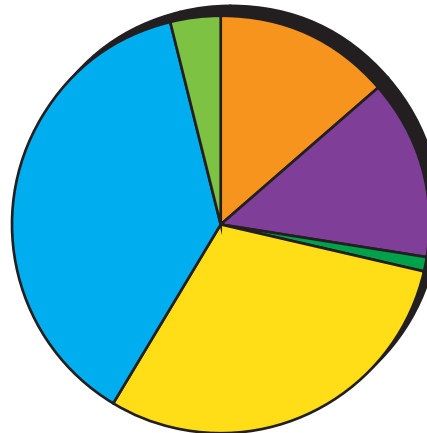
40%
Follow-on



60%
New Co

REGIONAL INDUSTRY

(PERCENTAGE OF DEALS IN THE REGION)



- Business Prod & Svcs (B2B) (13.75%)
- Cons Prod & Svcs (B2C) (13.75%)
- Energy (1.25%)
- Healthcare (30.00%)
- Information Technology (37.50%)
- Fin Svcs, Materials, & Others (3.75%)

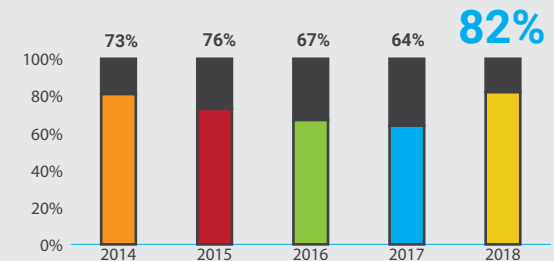
DEAL STRUCTURE

(PERCENTAGE OF DEALS)

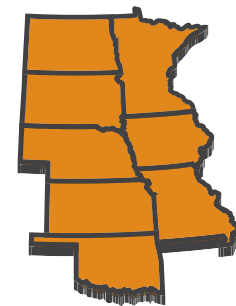
PREFERRED STOCK	CONVERTIBLE NOTE	SAFE, DEBT, OTHER
42%	50%	8%

% Deals in Region

Percentage of Angel group funded deals within own region



Most Active Groups in Region



(Ranked by number of investments or deals reported in the region)

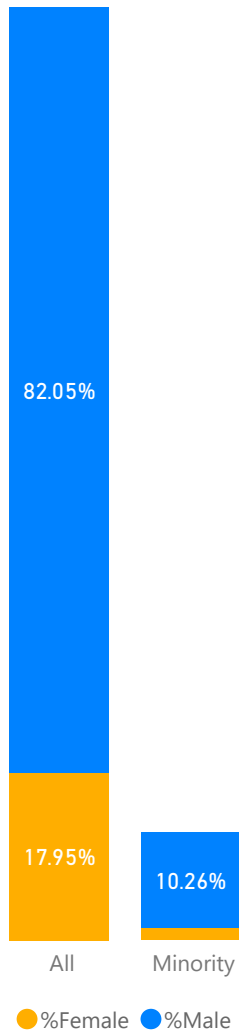
St. Louis Arch Angels
Keiretsu Forum
IrishAngels
Houston Angel Network

2018

GREAT PLAINS

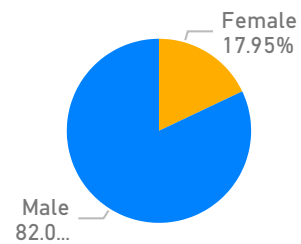
CEO's Gender & Ethnicity

Seed & Series A CEOs

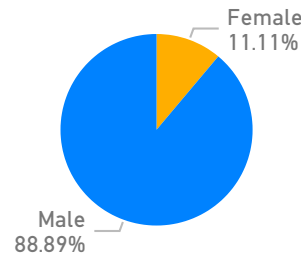


Funding Stage CEO	Early				Late			
	Female	%Female	Male	N Total	Female	%Female	Male	N Total
All	14	17.95%	64	78	7	13.73%	44	51
Minority	1	1.28%	8	78	2	3.92%	5	51

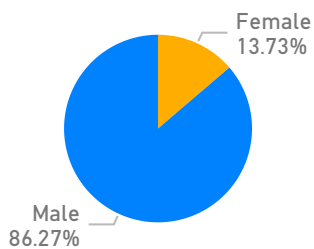
All CEOs, Seed & Series A



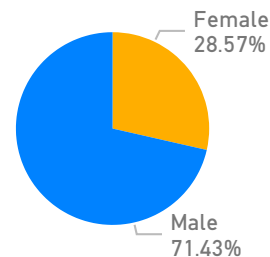
Minority CEOs, Seed & Series A



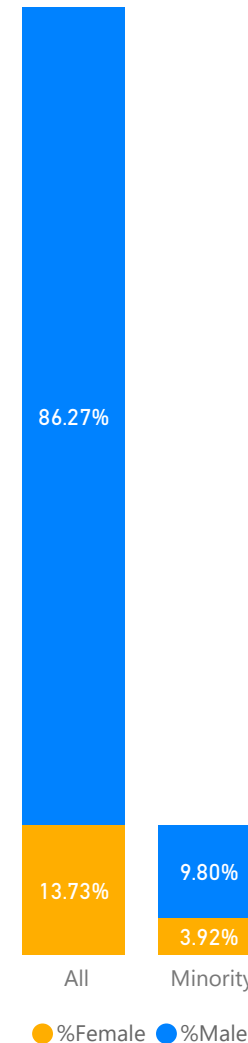
All CEOs, Series B & Later



Minority CEOs, Series B & Later

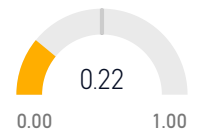


Series B & Later CEOs

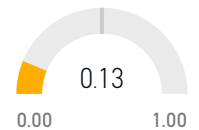


CEO Ratio:
Women to Men

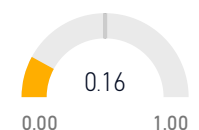
Seed & Series A
All CEOs



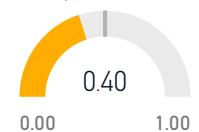
Minority CEOs



Series B & Later
All CEOs



Minority CEOs



2018

MID-ATLANTIC

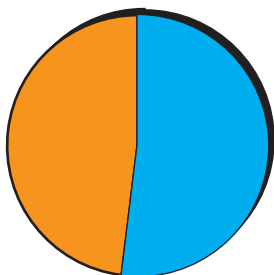
VALUATION & INVESTMENT SIZE (IN MILLIONS; MEDIAN, AVERAGE)



NEW OR FOLLOW-ON?

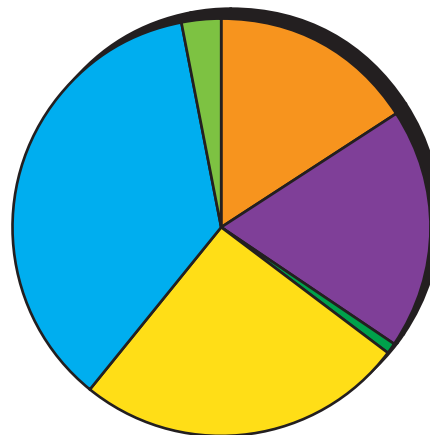
(PERCENTAGE OF DEALS DONE AS A FOLLOW-ON)

48%
Follow-on



52%
New Co

REGIONAL INDUSTRY (PERCENTAGE OF DEALS IN THE REGION)



- Business Prod & Svcs (B2B) (16.00%)
- Cons Prod & Svcs (B2C) (18.50%)
- Energy (1.00%)
- Healthcare (25.50%)
- Information Technology (36.00%)
- Fin Svcs, Materials, & Others (3.00%)

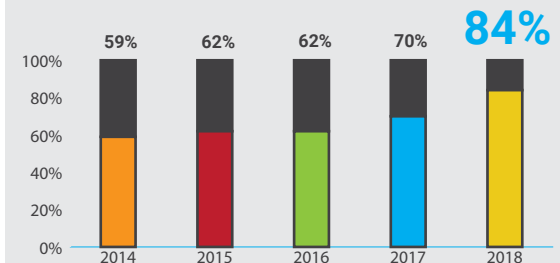
DEAL STRUCTURE

(PERCENTAGE OF DEALS)

PREFERRED STOCK	CONVERTIBLE NOTE	COMMON, SAFE, DEBT, OTHER
63%	25%	12%

% Deals in Region

Percentage of Angel group funded deals within own region



Most Active Groups in Region



(Ranked by number of investments or deals reported in the region)

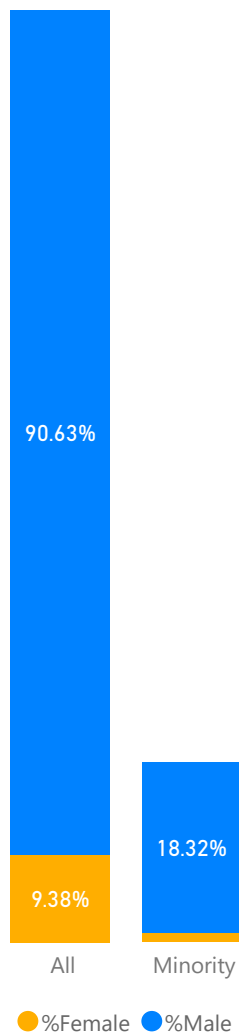
Ben Franklin Technology Partners
Robin Hood Ventures
BlueTree Allied Angels
Blu Venture Investors

2018

MID-ATLANTIC

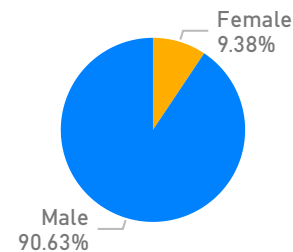
CEO's Gender & Ethnicity

Seed & Series A CEOs

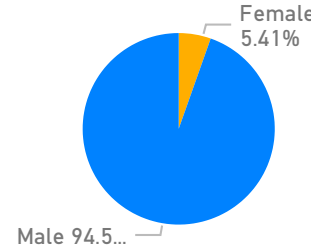


Funding Stage CEO	Early				Late			
	Female	%Female	Male	N Total	Female	%Female	Male	N Total
All	18	9.38%	174	192	6	8.00%	69	75
Minority	2	1.05%	35	191	1	1.33%	3	75

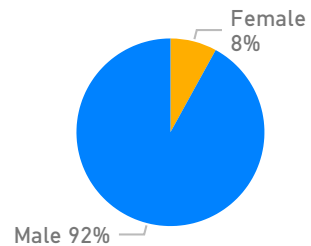
All CEOs, Seed & Series A



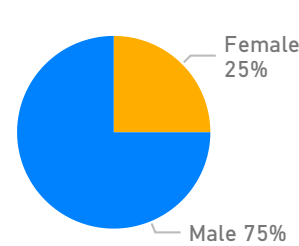
Minority CEOs, Seed & Series A



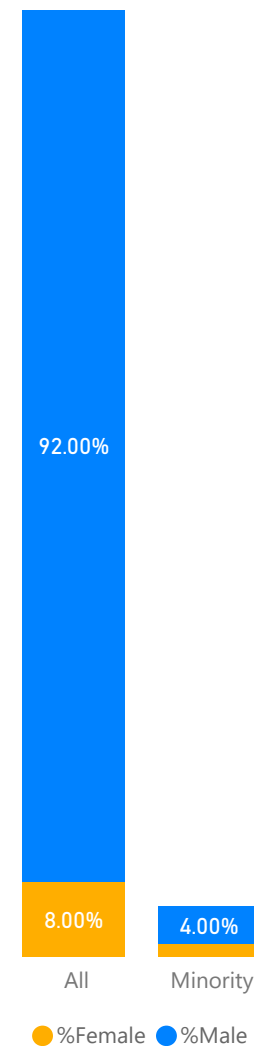
All CEOs, Series B & Later



Minority CEOs, Series B & Later

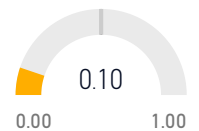


Series B & Later CEOs

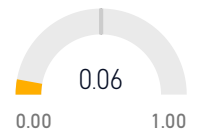


CEO Ratio:
Women to Men

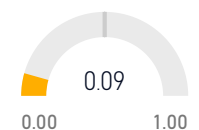
Seed & Series A
All CEOs



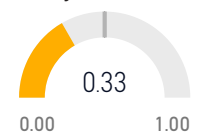
Minority CEOs



Series B & Later
All CEOs



Minority CEOs

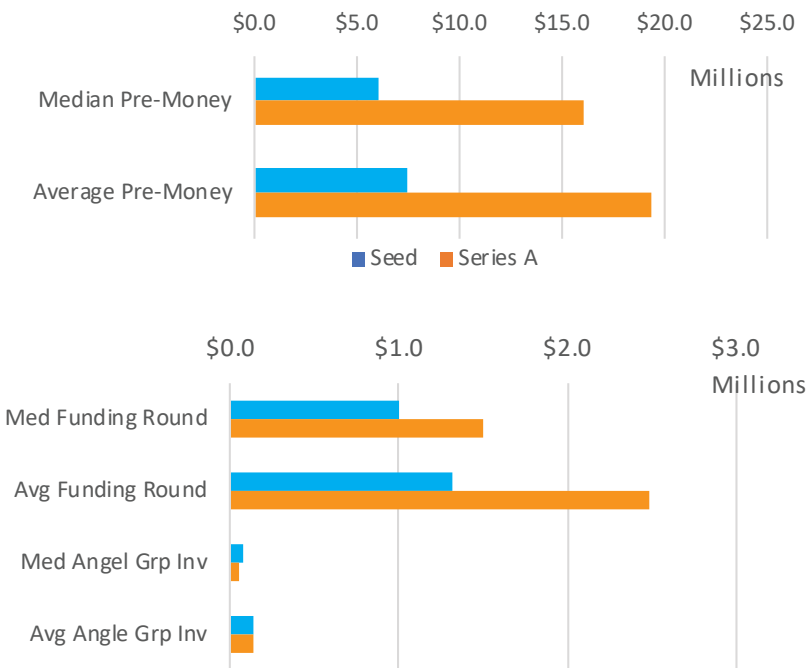


2018

NEW YORK

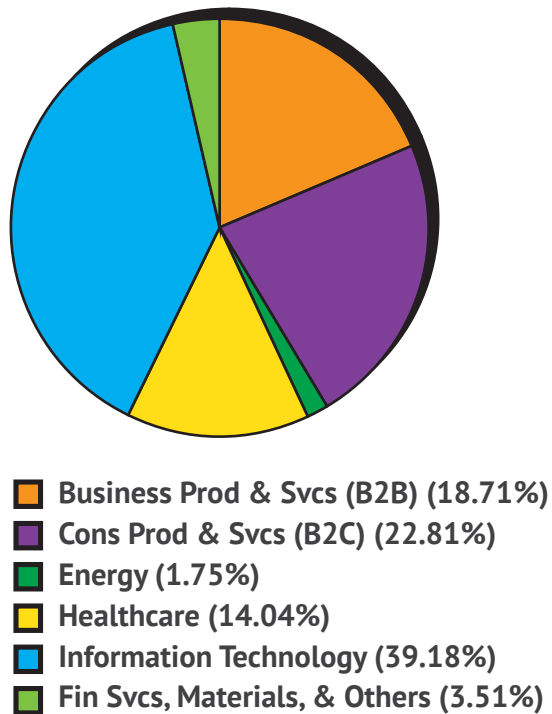
VALUATION & INVESTMENT SIZE

(IN MILLIONS; MEDIAN, AVERAGE)



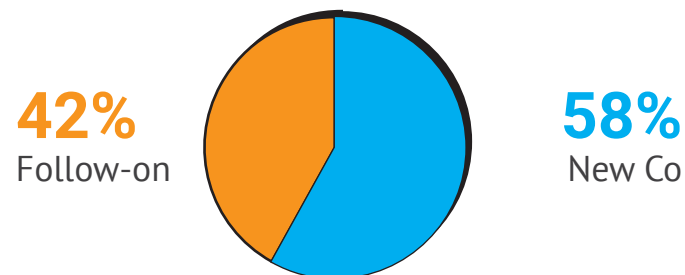
REGIONAL INDUSTRY

(PERCENTAGE OF DEALS IN THE REGION)



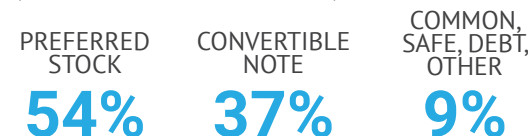
NEW OR FOLLOW-ON?

(PERCENTAGE OF DEALS DONE AS A FOLLOW-ON)



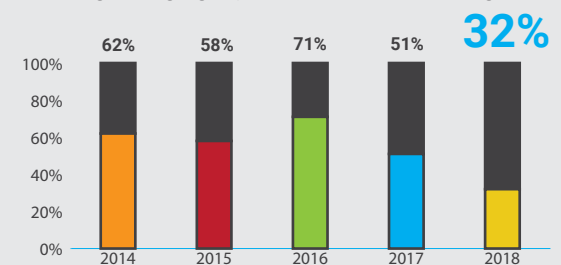
DEAL STRUCTURE

(PERCENTAGE OF DEALS)



% Deals in Region

Percentage of Angel group funded deals within own region



Most Active Groups in Region



(Ranked by number of investments or deals reported in the region)

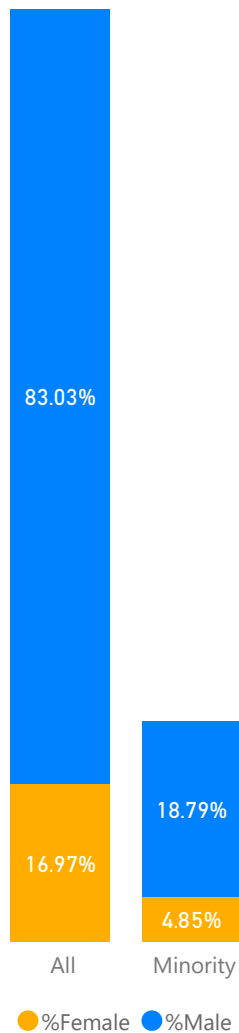
New York Angels
Golden Seeds
Houston Angel Network
Keiretsu Forum

2018

NEW YORK

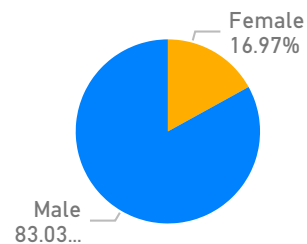
CEO's Gender & Ethnicity

Seed & Series A CEOs

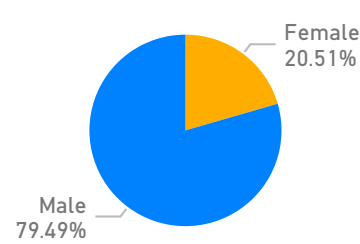


Funding Stage CEO	Early				Late			
	Female	%Female	Male	N Total	Female	%Female	Male	N Total
All	28	16.97%	137	165	10	15.87%	53	63
Minority	8	4.85%	31	165	3	4.76%	7	63

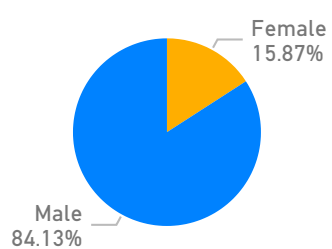
All CEOs, Seed & Series A



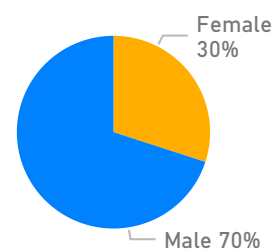
Minority CEOs, Seed & Series A



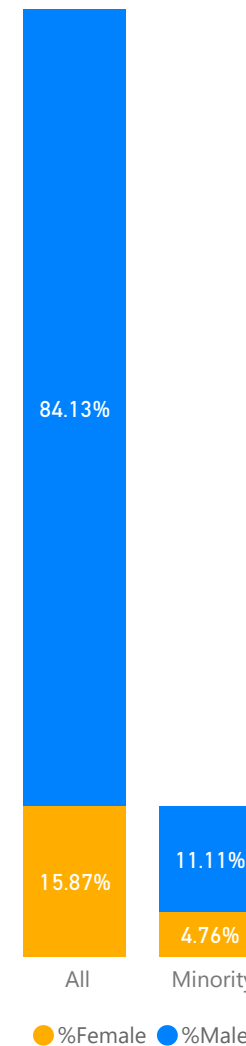
All CEOs, Series B & Later



Minority CEOs, Series B & Later

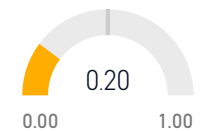


Series B & Later CEOs

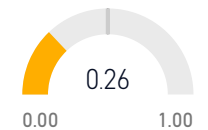


CEO Ratio:
Women to Men

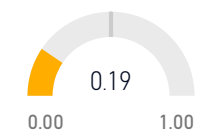
Seed & Series A
All CEOs



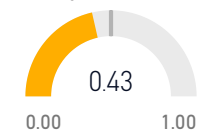
Minority CEOs



Series B & Later
All CEOs



Minority CEOs

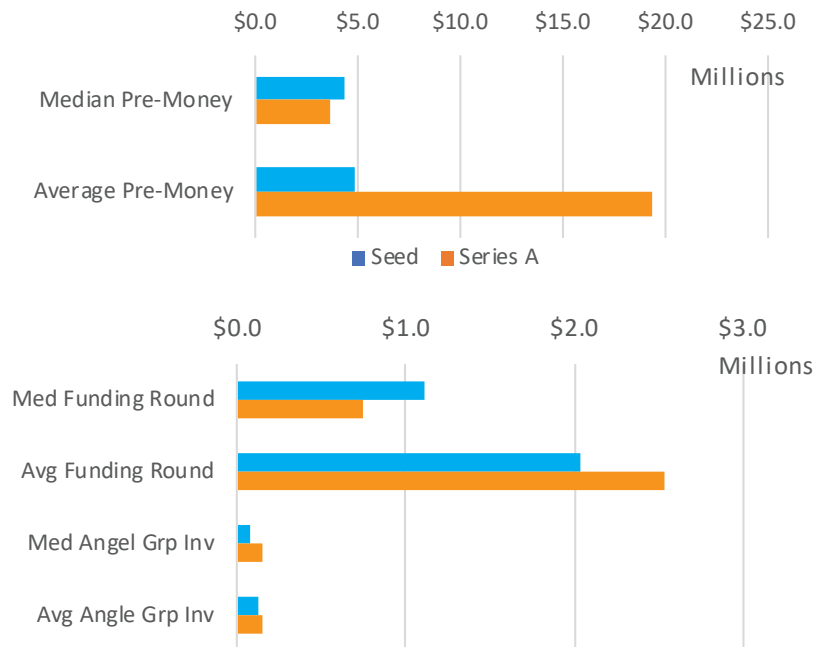


2018

NORTHEAST

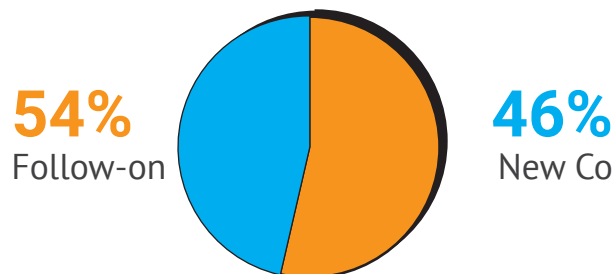
VALUATION & INVESTMENT SIZE

(IN MILLIONS; MEDIAN, AVERAGE)



NEW OR FOLLOW-ON?

(PERCENTAGE OF DEALS DONE AS A FOLLOW-ON)



REGIONAL INDUSTRY

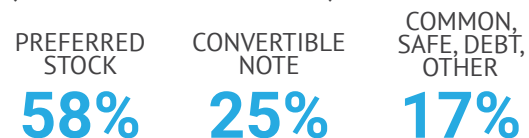
(PERCENTAGE OF DEALS IN THE REGION)



- Business Prod & Svcs (B2B) (17.45%)
- Cons Prod & Svcs (B2C) (16.78%)
- Energy (4.03%)
- Healthcare (22.15%)
- Information Technology (33.56%)
- Fin Svcs, Materials, & Others (6.04%)

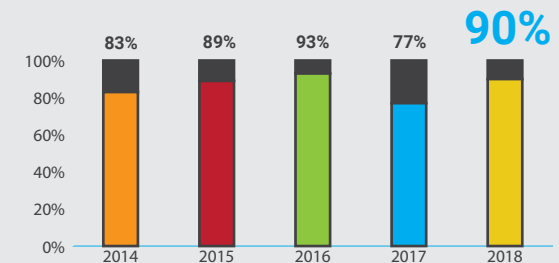
DEAL STRUCTURE

(PERCENTAGE OF DEALS)



% Deals in Region

Percentage of Angel group funded deals within own region



Most Active Groups in Region



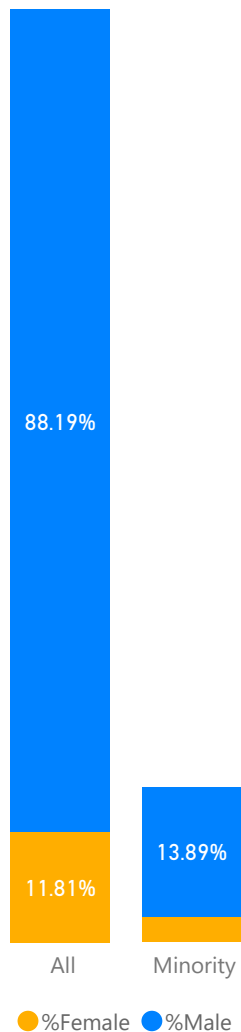
(Ranked by number of investments or deals reported in the region)

Maine Angels
Hub Investment Group
Golden Seeds
Robin Hood Ventures

2018

NORTHEAST

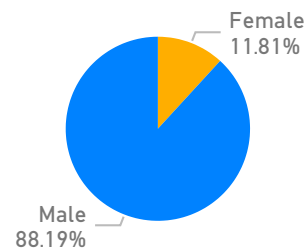
Seed & Series A CEOs



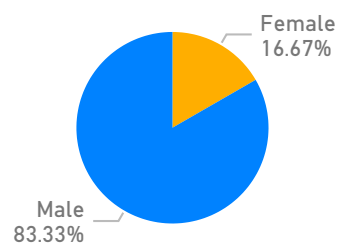
CEO's Gender & Ethnicity

Funding Stage CEO	Early				Late			
	Female	%Female	Male	N Total	Female	%Female	Male	N Total
All	17	11.81%	127	144	71	100.00%	62	71
Minority	4	2.78%	20	144	0	0.00%	5	71

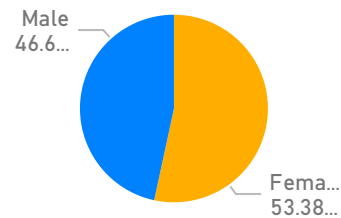
All CEOs, Seed & Series A



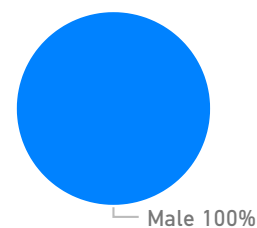
Minority CEOs, Seed & Series A



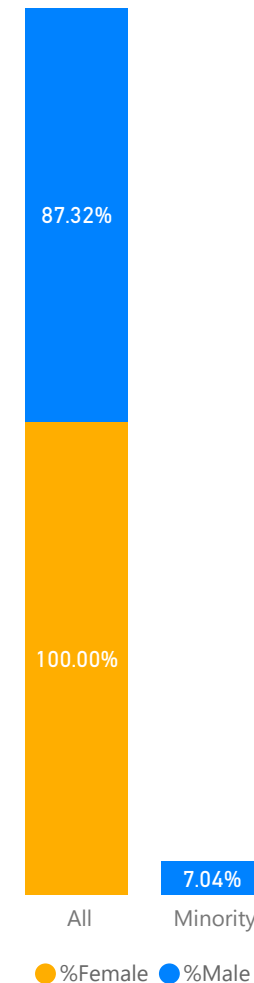
All CEOs, Series B & Later



Minority CEOs, Series B & Later

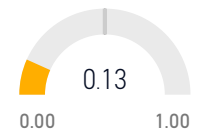


Series B & Later CEOs

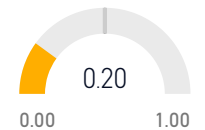


CEO Ratio: Women to Men

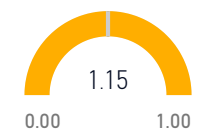
Seed & Series A All CEOs



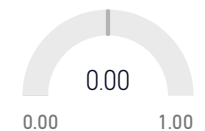
Minority CEOs



Series B & Later All CEOs



Minority CEOs

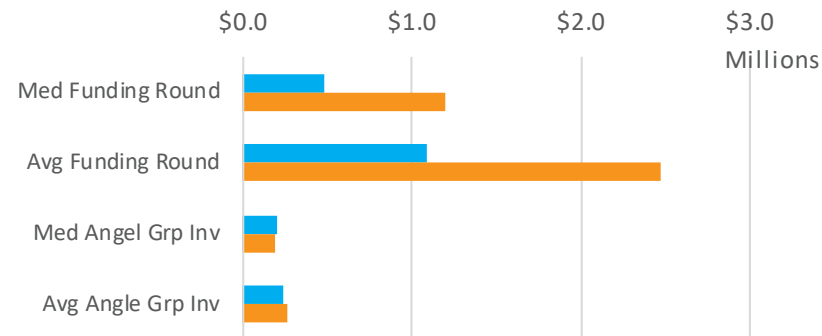
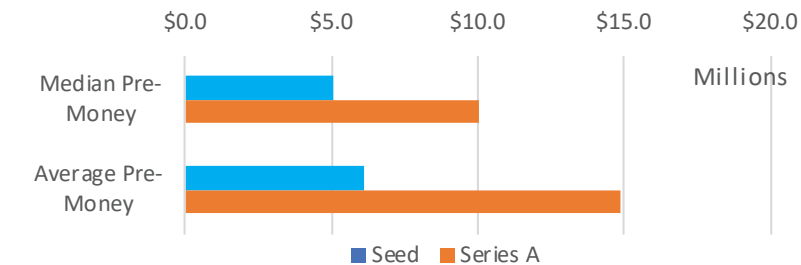


2018

NORTHWEST

VALUATION & INVESTMENT SIZE

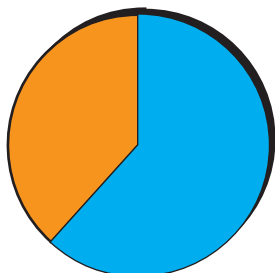
(in Millions; Median, Average)



NEW OR FOLLOW-ON?

(PERCENTAGE OF DEALS DONE AS A FOLLOW-ON)

38%
Follow-on



62%
New Co

REGIONAL INDUSTRY

(PERCENTAGE OF DEALS IN THE REGION)



- Business Prod & Svcs (B2B) (22.62%)
- Cons Prod & Svcs (B2C) (22.02%)
- Energy (1.79%)
- Healthcare (17.26%)
- Information Technology (32.74%)
- Fin Svcs, Materials, & Others (3.57%)

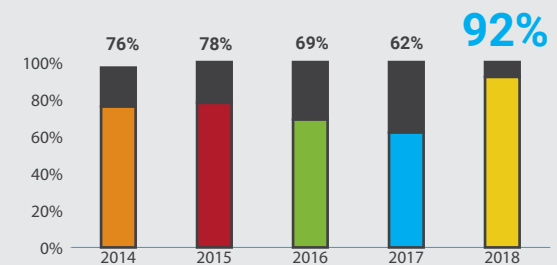
DEAL STRUCTURE

(PERCENTAGE OF DEALS)

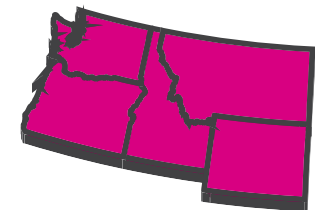
PREFERRED STOCK	CONVERTIBLE NOTE	COMMON, SAFE, DEBT, OTHER
62%	12%	26%

% Deals in Region

Percentage of Angel group funded deals within own region



Most Active Groups in Region



(Ranked by number of investments or deals reported in the region)

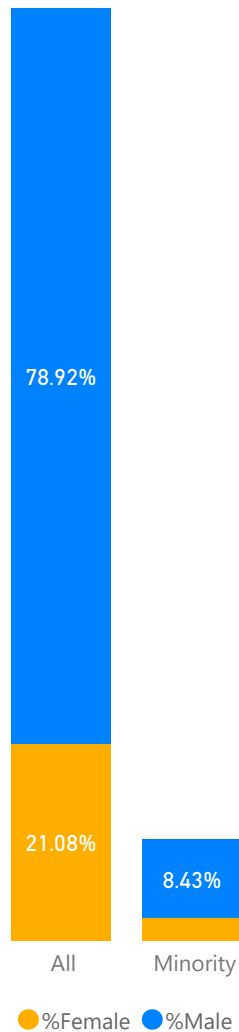
Alliance of Angels
Keiretsu Forum
SeaChange Fund IV
Golden Seeds

2018

NORTHWEST

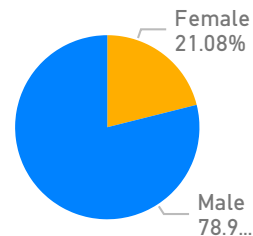
CEO's Gender & Ethnicity

Seed & Series A CEOs

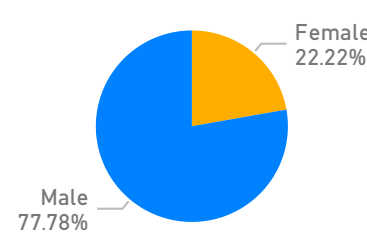


Funding Stage CEO	Early				Late			
	Female	%Female	Male	N Total	Female	%Female	Male	N Total
All	35	21.08%	131	166	14	19.72%	57	71
Minority	4	2.41%	14	166	2	2.82%	4	71

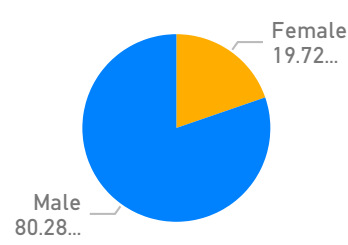
All CEOs, Seed & Series A



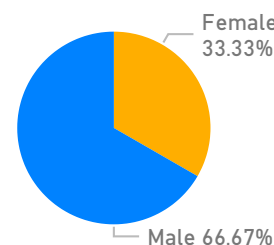
Minority CEOs, Seed & Series A



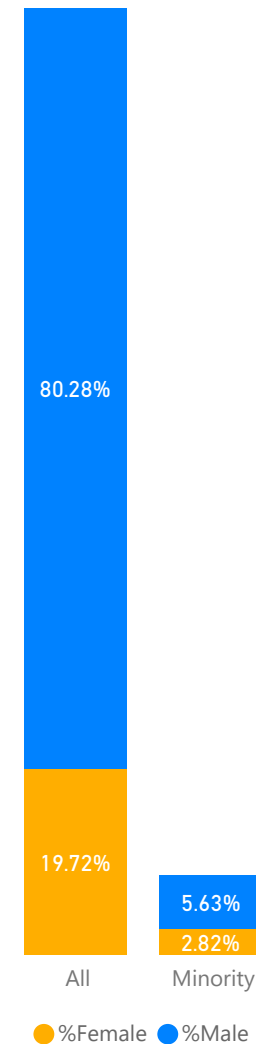
All CEOs, Series B & Later



Minority CEOs, Series B & Later

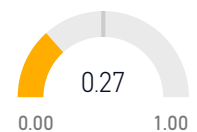


Series B & Later CEOs

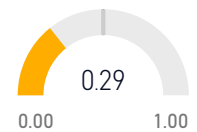


CEO Ratio:
Women to Men

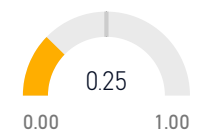
Seed & Series A
All CEOs



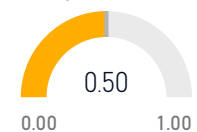
Minority CEOs



Series B & Later
All CEOs



Minority CEOs

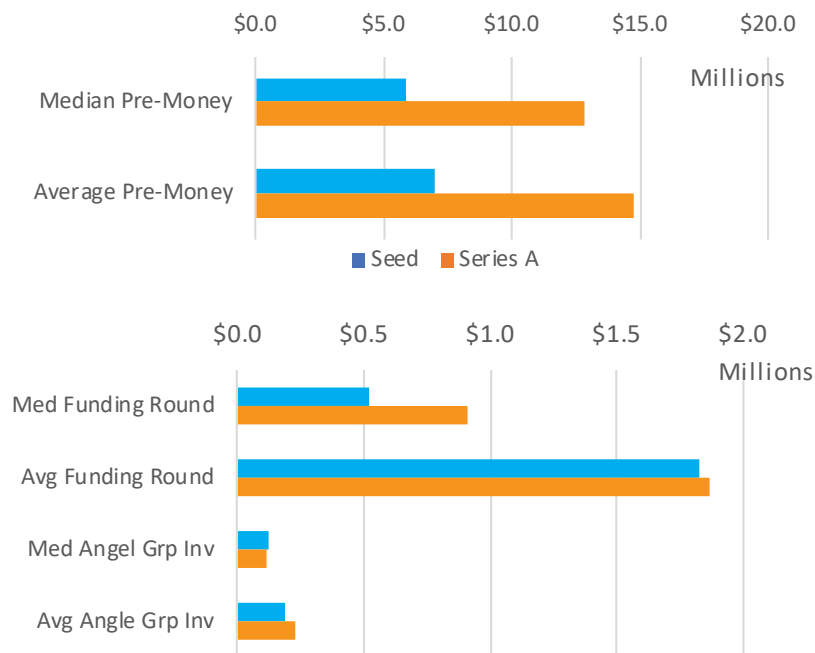


2018

SOUTHEAST

VALUATION & INVESTMENT SIZE

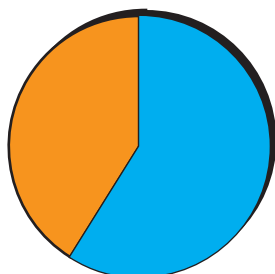
(IN MILLIONS; MEDIAN, AVERAGE)



NEW OR FOLLOW-ON?

(PERCENTAGE OF DEALS DONE AS A FOLLOW-ON)

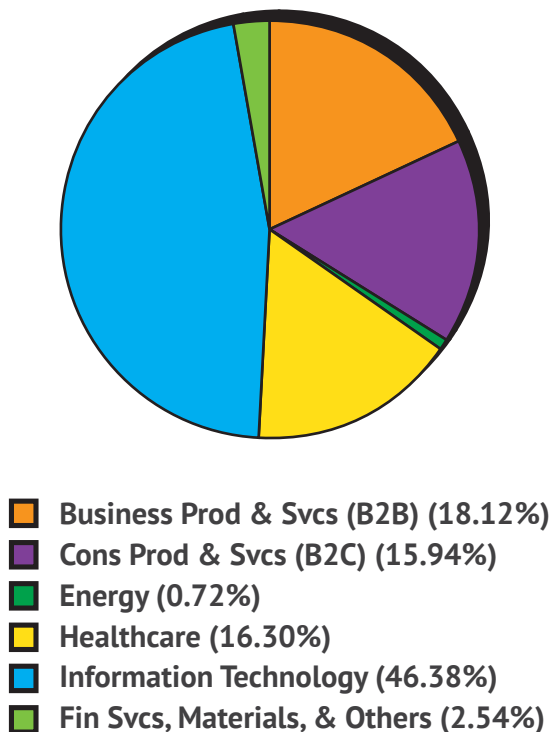
41%
Follow-on



59%
New Co

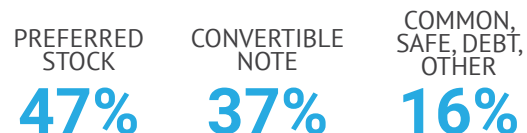
REGIONAL INDUSTRY

(PERCENTAGE OF DEALS IN THE REGION)



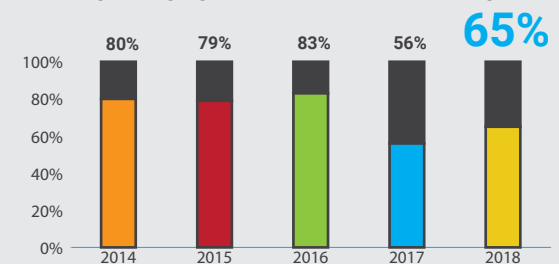
DEAL STRUCTURE

(PERCENTAGE OF DEALS)



% Deals in Region

Percentage of Angel group funded deals within own region



Most Active Groups in Region



(Ranked by number of investments or deals reported in the region)

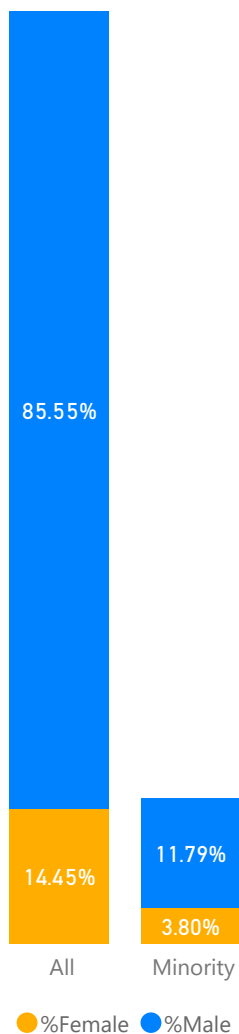
Charlottesville Angel Network
Blu Venture Investors
New World Angels
JumpFund

2018

SOUTHEAST

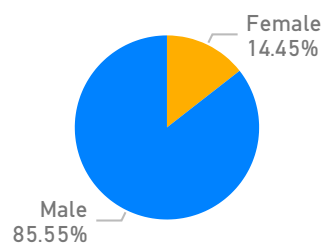
CEO's Gender & Ethnicity

Seed & Series A CEOs

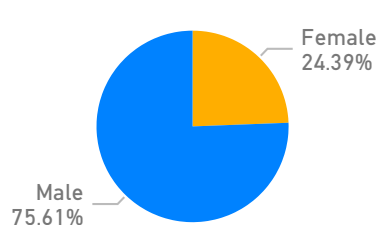


Funding Stage CEO	Early				Late			
	Female	%Female	Male	N Total	Female	%Female	Male	N Total
All	38	14.45%	225	263	21	17.07%	102	123
Minority	10	3.80%	31	263	4	3.25%	13	123

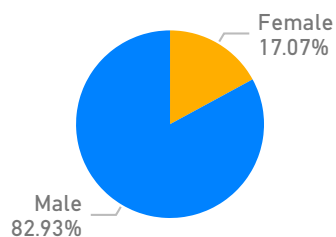
All CEOs, Seed & Series A



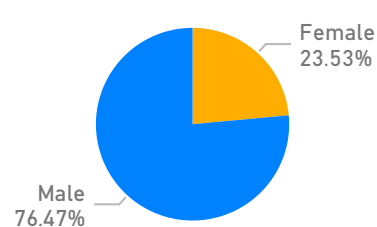
Minority CEOs, Seed & Series A



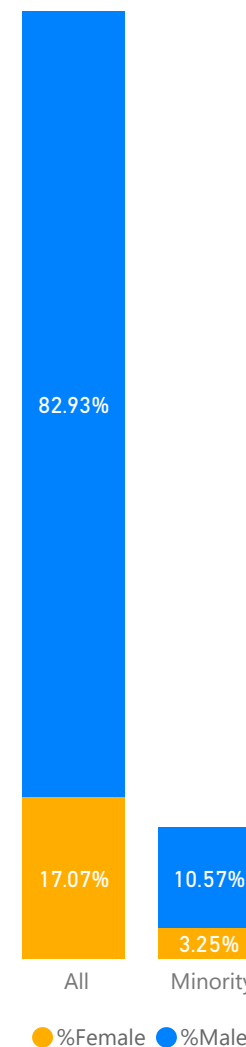
All CEOs, Series B & Later



Minority CEOs, Series B & Later

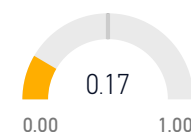


Series B & Later CEOs

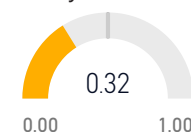


CEO Ratio:
Women to Men

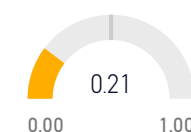
Seed & Series A
All CEOs



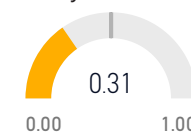
Minority CEOs



Series B & Later
All CEOs



Minority CEOs

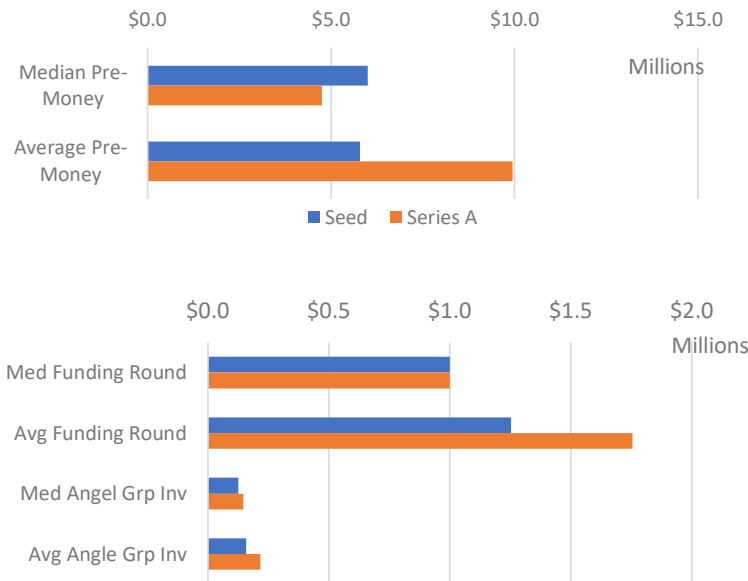


2018

SOUTHWEST

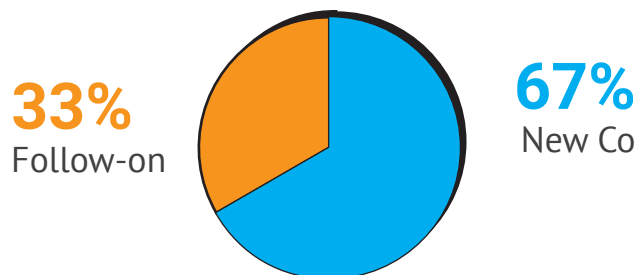
VALUATION & INVESTMENT SIZE

(IN MILLIONS; MEDIAN, AVERAGE)



NEW OR FOLLOW-ON?

(PERCENTAGE OF DEALS DONE AS A FOLLOW-ON)



REGIONAL INDUSTRY

(PERCENTAGE OF DEALS IN THE REGION)



- Business Prod & Svcs (B2B) (18.25%)
- Cons Prod & Svcs (B2C) (21.17%)
- Energy (3.65%)
- Healthcare (14.60%)
- Information Technology (38.69%)
- Fin Svcs, Materials, & Others (3.65%)

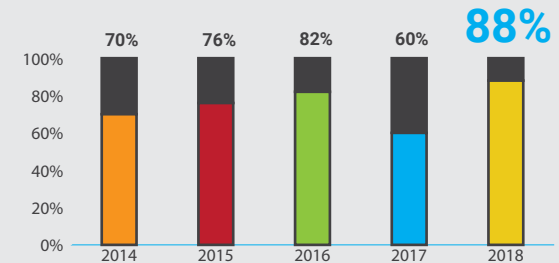
DEAL STRUCTURE

(PERCENTAGE OF DEALS)

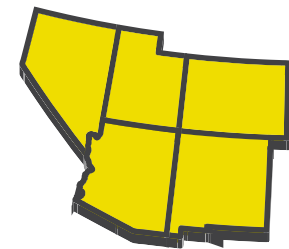


% Deals in Region

Percentage of Angel group funded deals within own region



Most Active Groups in Region



(Ranked by number of investments or deals reported in the region)

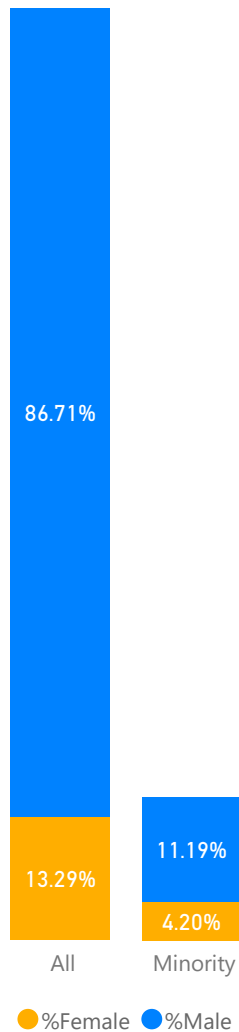
Rockies Venture Club
Desert Angels

2018

SOUTHWEST

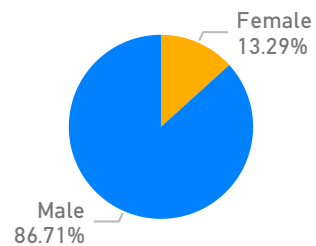
CEO's Gender & Ethnicity

Seed & Series A CEOs

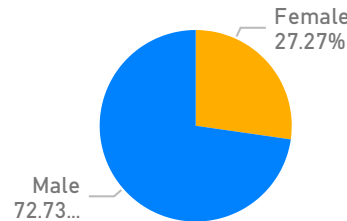


Funding Stage CEO	Early				Late			
	Female	%Female	Male	N Total	Female	%Female	Male	N Total
All	19	13.29%	124	143	5	7.46%	62	67
Minority	6	4.20%	16	143	0	0.00%	6	67

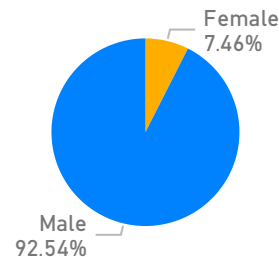
All CEOs, Seed & Series A



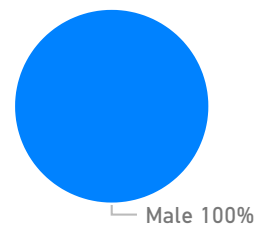
Minority CEOs, Seed & Series A



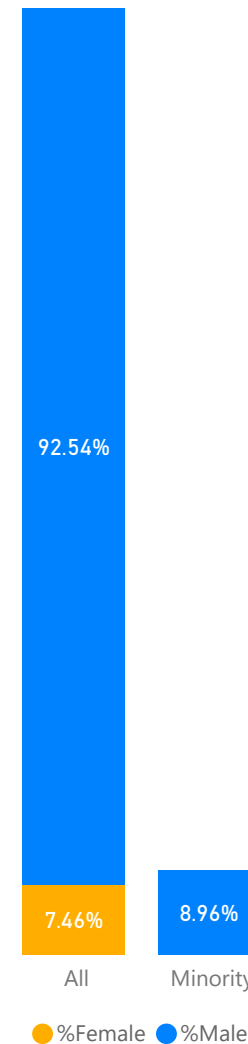
All CEOs, Series B & Later



Minority CEOs, Series B & Later

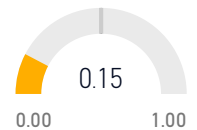


Series B & Later CEOs

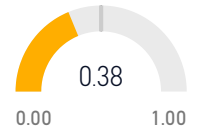


CEO Ratio:
Women to Men

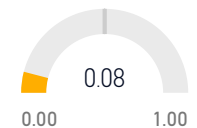
Seed & Series A
All CEOs



Minority CEOs



Series B & Later
All CEOs



Minority CEOs

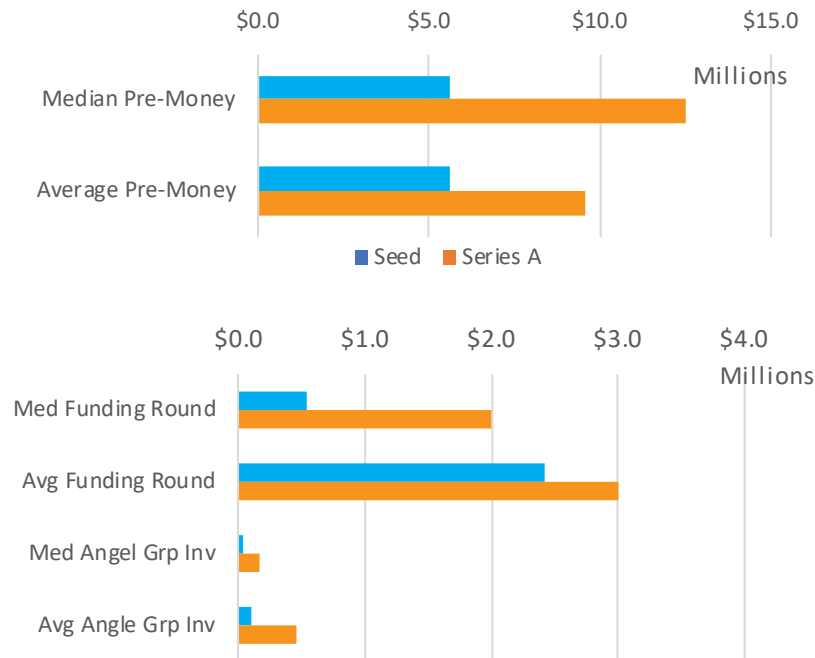


2018

TEXAS

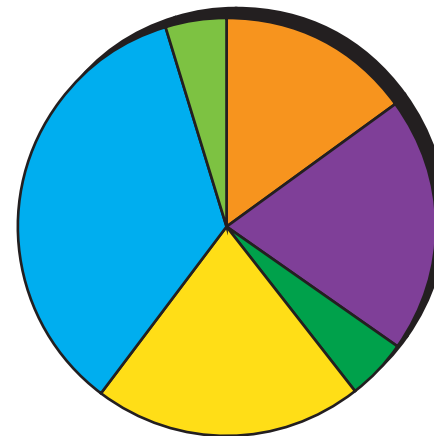
VALUATION & INVESTMENT SIZE

(IN MILLIONS; MEDIAN, AVERAGE)



REGIONAL INDUSTRY

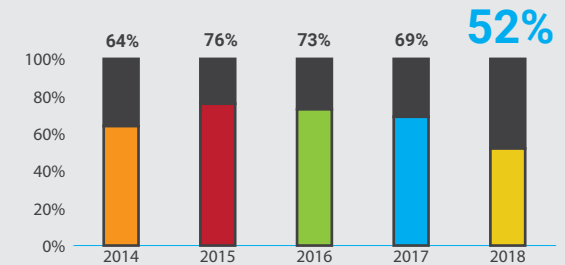
(PERCENTAGE OF DEALS IN THE REGION)



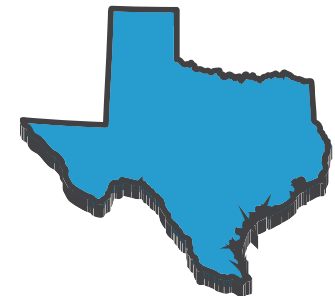
- Business Prod & Svcs (B2B) (15.09%)
- Cons Prod & Svcs (B2C) (19.81%)
- Energy (4.72%)
- Healthcare (20.75%)
- Information Technology (34.91%)
- Fin Svcs, Materials, & Others (4.72%)

% Deals in Region

Percentage of Angel group funded deals within own region



Most Active Groups in Region



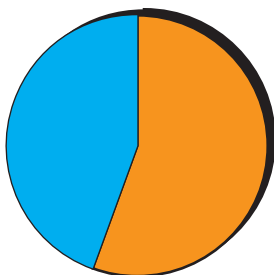
(Ranked by number of investments or deals reported in the region)

Houston Angel Network
Keiretsu Forum

NEW OR FOLLOW-ON?

(PERCENTAGE OF DEALS DONE AS A FOLLOW-ON)

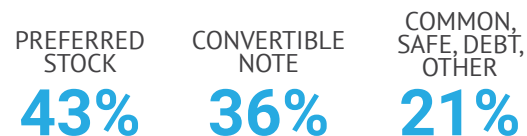
56%
Follow-on



44%
New Co

DEAL STRUCTURE

(PERCENTAGE OF DEALS)

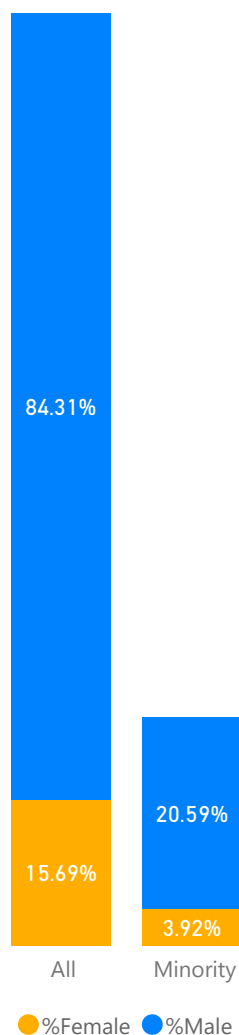


2018

TEXAS

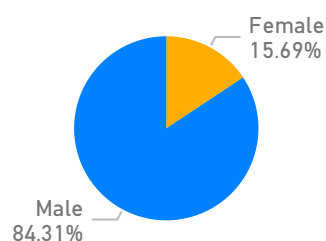
CEO's Gender & Ethnicity

Seed & Series A CEOs

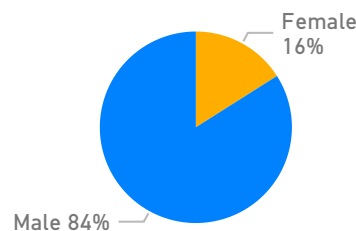


Funding Stage CEO	Early				Late			
	Female	%Female	Male	N Total	Female	%Female	Male	N Total
All	16	15.69%	86	102	8	15.38%	44	52
Minority	4	3.92%	21	102	1	1.92%	6	52

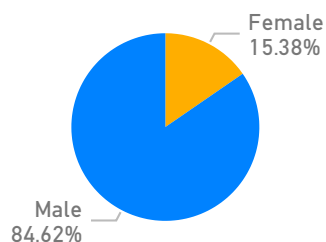
All CEOs, Seed & Series A



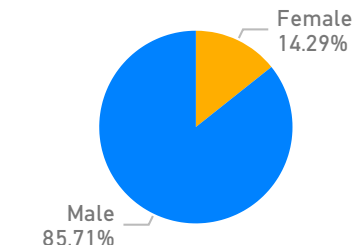
Minority CEOs, Seed & Series A



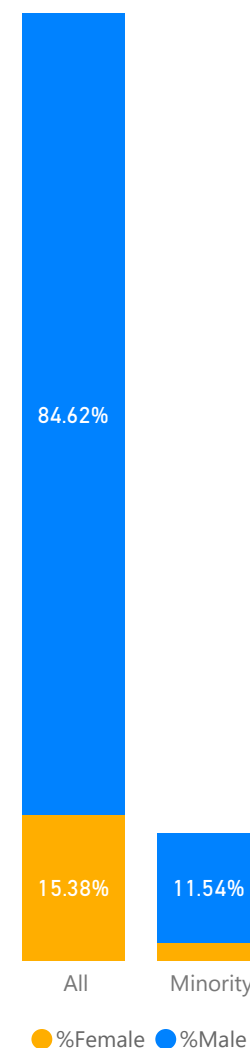
All CEOs, Series B & Later



Minority CEOs, Series B & Later

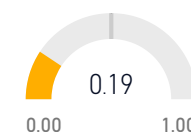


Series B & Later CEOs

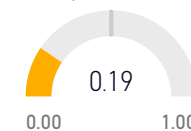


CEO Ratio:
Women to Men

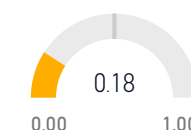
Seed & Series A
All CEOs



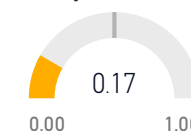
Minority CEOs



Series B & Later
All CEOs



Minority CEOs

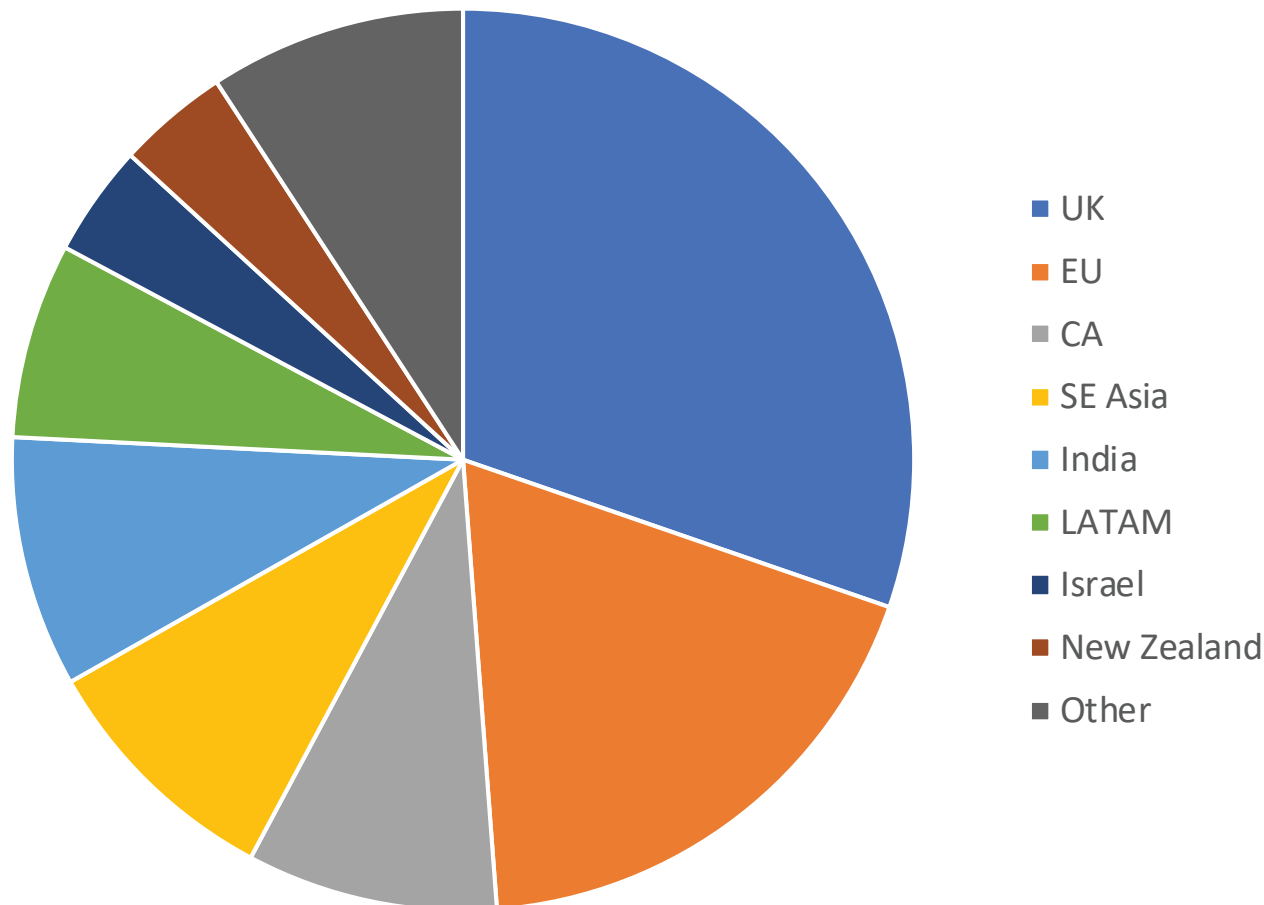


GLOBAL TRENDS

We received information on 77 deals that were investments made by US angels outside of the United States. While the N is small, the results are interesting. For example we are all aware of the growing opportunity for investments in South East Asia including China, the EU, and LATAM. But it appears that a these opportunities are sought more by institutions or family funds than angels. And when angels do invest outside of the US, almost half of these investments are in the UK and EU combined.

We expected to see more investing in the Pacific Rim, Mexico/LATAM, and Canada as a percent of the total. Again the N is small, and we may see this shift over time. It indeed appears that angel investing still starts closer to home, with less than 5% of reported investments exceptions to this rule

International Deals
(Outside of US: 76 known, 4.2% of total)



THE HALO REPORT™

The **2018 HALO Report™** provides early-stage investors and entrepreneurs with the most comprehensive data and associated analysis, resulting in an enhanced understanding of how startups are funded.

About the HALO Report™

The **HALO Report™** provides analysis and trends on the US angel community and angel group activity. Angels and angel groups invest alone, together, and with many other types of investors. The HALO Report™ data includes all rounds that do not exceed \$4M in size, have at least one angel group participating, and may include other types of investors in those rounds. The ceiling governing round size for 2018 deals may be raised, in an effort to track larger follow-on rounds in which angel participation is present.

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Florida Atlantic University

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